

April 2026

LoanNEX[®] MarketINTEL

WHOLESALE EDITION

Market & Rate/Product Trends

Mortgage Market at-a-glance: Rates are moving around but not changing materially; we will continue to be in a predominately 6% rate market for the next couple of years. What does that mean? Refi activity will continue to be opportunistic, but also unpredictable. More participants are engaging in the Non-Agency market from all directions, including investors, lenders, originators, and brokers.

Non-Agency MBS issuances outpaced the market with a 40% quarter over quarter growth rate and a 92% increase year over year. These are growth rates everyone is paying attention to. Even as program options are increasing, so are the nuances and complexities of these programs. Having a presence in Non-Agency is no longer a nice-to-have – it's table stakes.

These are real challenges. Navigating a tight Agency origination market while expanding your toolbox to serve a broader set of borrower needs requires the right support. Our advice: lean on the experts - your partners, your internal team, and LoanNEX - to help you confidently access the full range of opportunities available in today's market.

Find out how LoanNEX can help - [schedule a mtg today!](#)

ACCESS MARKET REPORT

Announcements



BLUE GATE
— CAPITAL —

Is live on LoanNEX!



Events

MBA Secondary in New York

LoanNEX is headed to MBA Secondary May 17-20, and we're not just attending, we are transforming the conversation.

If you can't see it, you can't sell it. Let's fix that.

[Book time with us in New York!](#)

LoanNEX MBA SECONDARY & CAP MARKETS26

Meet with us at
MBA Secondary Conference
New York 2026

Dan Smith
Vice Sales

Elise Schmitt
CEO/Co-Founder

Raj Parakh
SVP Business Development

MBA

📍 **Join us for our upcoming webinar:**
What's Really Changing in Non-Agency Lending

Product strategy is adjusting. Competitive pressure is rising. And lenders who can read the market early will be in a much stronger position than those reacting late.

Hear from:

- > Nick Pabarcus - PennyMac
- > Taylor Gosney - SG Capital
- > Raj Parekh - LoanNEX
- > Eloise Schmitz - LoanNEX

📅 **Date:** April 16th

🕒 **Time:** 11:00 AM CT

🔗 **Register to save your spot!**



LoanNEX Pro Tips

📌 **Many borrowers are holding on to low first-lien mortgage rates** - but that doesn't mean they can't still access their home equity.

Second-lien solutions such as Closed-End Seconds and HELOCs offer a smart, strategic way to tap into equity without refinancing.

If your team isn't already exploring these options, now is the time to act. Ensure your team knows how to identify second-lien products within your pricing results—and where to find them on the platform.

👉 Need assistance locating or understanding second-lien pricing? Our team is here to help. [schedule a training session](#) and get started!

FEATURED CLIENTS



Pennymac TPO Expands Offerings with Launch of Non-QM Products: We are empowering our partners to reach more borrowers with the launch of a comprehensive suite of Non-QM products. Our Non-QM suite includes a variety of income documentation options, including DSCR for investors, bank statement, full documentation (1 or 2 years income documentation), WVOE for wage earners, 1099 (1 year), asset depletion, and asset qualifier options. These products provide flexible solutions to fit your client's unique financial situation. Want to learn more? Contact your Pennymac TPO Account Executive to get started.



Turn April Showers into a Downpour of Closings, ITIN with ACC Mortgage

This April, don't let opportunities get washed away. Turn every deal into a steady flow of closings with ITIN solutions built for both homebuyers and real estate investors.

ACC Mortgage offers flexible **ITIN programs** for qualified borrowers who file taxes with an ITIN, along with powerful **ITIN DSCR options for investors**, allowing qualification based on property cash flow. Whether your client is purchasing a home or expanding an investment portfolio, you'll have the tools to say "yes" more often.

When traditional guidelines create roadblocks, ACC

FUNDLOANS

Experience super jumbo redefined. **FundLoans** is a top-tier non-QM wholesale lender, offering non-traditional solutions for non-traditional borrowers.

- First lien loan amounts up to \$6M
- Qualification methods include bank statements, P&L only, DSCR, asset allowance & assets only, 1099, WVOE, and full doc
- Standalone 2nd up to \$1M with bank statements, P&L only, full doc, and up to \$750K with DSCR, WVOE, and 1099
- Up to 90% CLTV on 1st and 2nd liens
- No ratio DSCR down to 0.0
- 2 ADUs ok
- Assisted living by exception
- Programs with no title seasoning, no cash-out seasoning, 1-month listing seasoning

Find all our pricing on LoanNEX! Let's fund loans together.



Your growth = Our #1 priority.

If you come across an outside of the box deal or a Non-QM, DSCR, Jumbo, or Seconds opportunity this week—you need to call me!

Mortgage helps keep your pipeline moving. With decades of Non-QM expertise, we deliver consistent underwriting, responsive scenario support and dependable execution on even the most complex files.

More approvals lead to more relationships, more referrals, and more closed loans. That's how you build lasting momentum, rain or shine.

Don't let strong ITIN borrowers slip through the cracks this season. Partner with **ACC Mortgage**, the **OG Non-QM Lender**, and make April your most productive month yet.



5th Street Capital: Your Strategic Advantage in Non-QM Lending

5th Street Capital is your high-performance partner for non-QM lending, delivering fast, flexible, and forward-thinking mortgage solutions that help you close more deals and expand your borrower reach.

Why Top Originators Choose 5th Street Capital:

- Bank Statement loans with **no CPA expense factor letters** and expense as low as 15%
- **P&L Only loans** with no requirement for supporting bank statements
- **No-ratio DSCR** up to 75% LTV, including vacant and short-term rentals
- Supplemental Asset Depletion with no pricing hit
- **Closed-end Seconds for DSCR properties**, even eligible behind interest-only first mortgages
- **Non-Warrantable Condo experts** and we will pre-qual the issues without a loan file
- 90% LTV up to \$1.5M with standout pricing

We're growing fast and expanding our AE team. Partner with 5th Street Capital and close more deals. **Wholesale Focus. Non-QM Expertise. Broker Success.**



Capital Alliance – Your Premier Non-QM & Private Money Lender

When the First Answer is No, We Look for the Next Yes

Not every borrower fits neatly under one documentation type, and when the file hits a roadblock, Capital Alliance steps in to find the next path forward: Finding alternative ways to document income, uncover cash flow, or restructure assets to show qualifying strength. Even when one option comes up short, we use creative combinations to help brokers keep their deals alive and moving.

This Month's Highlights:

- Buy Before You Sell: We finance the new primary while the current home is listed. 90% LTV | \$3M | 620 FICO | Primary Only

We look beyond the first path to find the one that works.

- ✓ Pricing that shines above the competition
- ✓ Guideline flexibility with same day, common-sense exceptions
- ✓ Borrower recently switched from W2 to 1099? No minimum history as a 1099 needed at Newfi for contractors with no expenses!
- ✓ Full Doc Jumbo options with sharp pricing
- ✓ Asset Depletion options & ability to use IRA/36 Months as supplemental income to qualify with no distribution needed
- ✓ Full Doc & Bank Statement Closed-End Seconds

At Newfi, we're always finding new ways help you grow your business.



Aggressive pricing, flexible income options, and up to 85% LTV to help you win more investment deals.

American Heritage Lending's **Invest Star Income Program** on LoanNEX delivers the pricing power and flexibility you need to close more investment loans and stay competitive in today's market. **Take advantage of:**

- **Rates starting in the 6's**
- **Up to 85% LTV** for purchase and rate & term (up to 80% cash-out)
- **Flexible income options** including full doc, bank statements and 1099

Built for real-world investors, this program also features:

- **Proprietary comp-stacking**—roll your compensation into the loan with no pricing impact
- **Broad property eligibility** including 1–4 units, condotels, non-warrantablecondos, and rural properties up to 10 acres

Run your next scenario on LoanNEX and see how AHL's Invest Star Income Program can help you close faster and win more deals.

James.Gueltzow@ahlend.com | ahlendtpo.com

Not yet partnered with American Heritage Lending? Join us today at **ahlendtpo.com** and start offering smarter solutions to your clients.



Elevated Products. Elevated Results.

Logan Finance gives wholesale brokers access to Open Road Elevated, a premium product suite built for high-value borrowers with financing needs that go beyond the conventional.

Pricing DSCR, Bank Statement, and Asset Qualification scenarios across elevated loan amounts directly in LoanNEX, the platform you already know and trust. No system-switching. No eligibility guesswork. Just fast, accurate pricing on the products your most sophisticated clients are looking for.

Open Road Elevated is available exclusively through Logan's wholesale channel, delivering the product depth and flexibility to help brokers close deals that others turn away. Your clients deserve better options. Logan delivers them.

Connect with Logan Wholesale

We work hard to make Non-QM easy.

Logan Finance Corporation | NMLS #127722

INTEGRATED PARTNERS



Encompass Buy-side Enterprise Solution: Available to all channels for pricing, eligibility and full lock management services in Encompass and TPO Connect.

Retail Enterprise Solution: PPE, lock management and secondary services available for all products or delivered as a Non-Agency specific service to augment your existing PPE services.



Modern technology for the mortgage industry. LauraMac delivers SaaS solutions that enable valuable insight and powerful control for origination, trading, and reviewing loans.

Empower buyers and sellers with transaction transparency. An intuitive suite of capital markets components that enable deep insight and full control.



MeridianLink's leading digital lending platform and suite of solutions helps retail banks, credit unions, IMBs, and consumer reporting agencies grow, scale, and serve. Powered by smarter automation, built-in compliance, trusted AI, data, and the industry's most robust partner network, we connect customers to a modern technology ecosystem. Our solutions across account opening, loan origination and optimization, digital mortgages, collections, and reporting accelerate processes, deliver personalized experiences, and foster lasting relationships. Together, we're making lending human.



Product and Pricing Discovery for Wholesale Brokers

LendingPad offers a comprehensive solution that includes built-in features and real-time updates, cross-departmental collaboration, insightful management, and analytics, all while helping you stay compliant.

Meticulously designed to scale by providing a flexible and customizable platform for mortgage lending operations.

WHOLESALE LENDERS

ACC Mortgage	Developers Mortgage
AD Mortgage	Dominion Financial Services
AHL Funding	First Equity Funding
American Heritage Lending	First National Bank of America
Angel Oak Mortgage	FundLoans Capital
Arc Home Loans	LoanLock Prime
Axos Bank	LoanStream Mortgage
Blue Gate Capital	Logan Finance Corp.
BluePoint Mortgage	Luxury Mortgage
Broadview	Maverick Lending
Capital Alliance	Newfi
Castor Financial	NQM Funding
Carrington Mortgage Services	Park Place
Champions Funding	PennyMac
Clout wmb	Ponce Mortgage
Deephaven	TheLender

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